

# How to Choose the Right Closing Company



Most people only buy and sell a few homes in their lifetimes. Real estate investors may buy and sell a few homes each month. At that volume, even a few days' worth of delays makes a big difference.

**Choosing the right closing company is key to consistent, stress free real estate investing.**

## HOW WILL THEY COMMUNICATE WITH YOU?

The number one complaint most buyers and sellers have during a real estate transaction is lack of communication. The closing company failed to keep each party of the transaction updated and didn't thoroughly explain next steps. This ends up in adding unnecessary stress to the transaction.

It's also frustrating not knowing who to go to for questions related to your transaction. You want to choose a closing company that will communicate with you throughout the process in the way you prefer to receive updates. That may be text messages, emails, messaging through an app or website or phone calls. It's frustrating to be placed on hold for a long time or leave frequent voicemails, only to play phone tag with your closing agent.

## WILL THEY HELP YOU RESEARCH INVESTMENT PROPERTIES?

In real estate investing, **the more information you have, the lower the risk.** Does your closing company give you the ability to plug in a property address and get some baseline information about the property?

Remember, you are adding this closing company to your team. Make sure they have tools and resources that will benefit you and change the way you research and invest in properties.

## HOW FAST CAN YOU CLOSE?

In real estate investing, time is money. Partnering with a closing company that can close fast so you can take advantage of every opportunity that comes across your table is essential to achieving the highest ROI.

Cash buyers can always close faster than buyers who need financing. If the property is part of a condo or homeowner's association, the closing is at the mercy of the associations to provide certain paperwork. This could take anywhere from 10-14 days. And that would be fast!

**The title search usually comes back in two to three days. This search would uncover any other potential delays.**

An experienced closing team who is knowledgeable about self-directed IRA real estate closing won't waste time asking you for items that aren't necessary (like a trust) or make mistakes with the titling of the property, which usually requires the paperwork to be recreated.

## DOES THEIR TEAM HAVE EXPERIENCE WITH IRA TRANSACTIONS?

Most local title companies don't understand how IRA real estate transactions should be conducted. They don't see a lot of these types of transactions, so they aren't aware of some of the key differences.



The benefit for a title company that specializes in IRA real estate transactions is that they have all the custodian governance paperwork on file. They don't need to be educated about what an IRA custodian is and their part in the transaction.

Most importantly, they understand fractional interest, or how to use an IRA to own a percentage of the property. An experienced team saves you time and provides peace of mind during the entire real estate closing process.

## WILL THEY HELP YOU UNDERSTAND YOUR CLOSING COSTS?

The number one question a seller has is "How much money will I make from my sale?" and the number one question a buyer has is "How much money will I need to bring to closing?" When choosing a closing company, most buyers and sellers would like an estimate of fees specific to their transactions. In the industry, we call this a preliminary settlement statement. When choosing the right closing company, you should find out how they provide this information. Do you have to send an email and wait for a reply, or do you have to make a phone call then wait hours until the statement is emailed to you? Do they provide a closing cost calculator tool that allows you to easily see fees – and avoid any potential surprises – prior to getting under contract?

There are closing companies that provide closing cost tools and allow you to create these seller net sheets and buyer closing cost estimates in seconds via text message or on their website. You want to have answers to these questions sooner rather than later to avoid delays during the closing process.

## ABOUT IRA TITLE PRO

IRA Title Pro is much more than a title company. We are your comprehensive resource for IRA investors looking to add real estate to their portfolios. With Equity Trust as our partner, we have access to all the paperwork you need to process an investment purchase, leaving no surprises as closing approaches. In line with that fact, our track record of closing IRA real estate transactions is exceptional. Our closing cost calculator tool provides users sound estimates of closing costs and feeds within seconds. We provide instant property reports, identifying opportunities and/or red flags with listings so that you can proceed with your purchasing decision with confidence.

Further, we don't use apps or portals. No downloads that get lost on your phone's menu. No forgettable usernames and passwords. Our approach is simple: call or text us, our system recognizes your number, allowing us to access your information and answer your questions or speak to any aspect of your purchasing process as quickly as we can.



## WE'RE HERE TO MAKE IT EASY.

The question isn't "Why IRA Title Pro?" With our total approach to IRA real estate transactions, our resources and expertise and dedication to prompt, expert service, the question is "Why not IRA Title Pro?" Start a conversation with one of our friendly investment counselors, and we'll see if adding real estate investments to your IRA is the best move for both you and your portfolio.



**JUST BRING US YOUR REAL  
ESTATE IRA INVESTMENTS AND  
WE'LL HANDLE THE REST.**

**Call us** (833) 488-4853  
**Text us 24/7** (440) 571-7161

[www.IRATitlePro.com](http://www.IRATitlePro.com)